FEDERAL ACQUISITION INSTITUTE

FAC-P/PM TRAINING CROSSWALK

This document presents the available training offerings that fulfill the competency requirements for FAC-P/PM as described in OFPP's FAC-P/PM memo. There are three FAC-P/PM Levels: Entry, Mid, and Senior; each has its own crosswalk of courses offered by FAI and DAU, agencies, and vendors.

CONTENTS

PREPARING TODAY'S WORKFORCE FOR TOMORROW'S CHALLENGES

FAC-P/PM TRAINING CROSSWALK: ENTRY LEVEL

FAI & DAU OPTIONS (ENTRY)

Training Providers	Courses	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	Course Hours *Coming Soon*
FAI & DAU	CON 100: Shaping Smart Business Arrangements	✔				✔			
	CLC 108: Strategic Sourcing Overview	✔				✔			
	CLC 110: Spend Analysis Strategies	✔				✔			
	FAC 013: Shaping Smart Business Arrangements – Expert Edition	✔				✔			
	DAU CLM 013: Work Breakdown Structure	✔					✔		
	CON 110: Mission Support Planning	✔							
	BCF 101: Fundamentals of Cost Analysis	✔							
	CLL 015 Business Case Analysis	✔							
	DAU CLB 007: Cost Analysis	✔							
	Con 112: Mission Performance Assessment	✔							
	DAU CLM 017: Risk Management	✔							
	DAU CLB 024: Cost Risk Analysis	✔							
	CLC 004: Market Research	✔							
	DAU Harvard Business School Module (HBS) 102: Keeping Teams on Target	✔							
	DAU Harvard Business School Module (HBS) 103: Leading a Team	✔							
	TST 102: Fundamentals of Test & Evaluation			✔					
	CLE 023: Modeling and Simulation for Test & Evaluation			✔					
	LOG 101: Acquisition Logistics Fundamentals				✔				
	CLM 024: Contracting Overview					✔			
	FAC 031: Introduction to Small Business					✔			
	CLC 007: Contract Sourcing Selection					✔			
	FAC 012: Managing an Effective Competitive Sourcing Program					✔			
	DAU CLB 007: Cost Analysis						✔		
	BCF 103: Fundamentals of Financial Management						✔		
	BCF 102: Fundamentals of Earned Value Management						✔		
	CLB 016: Earned Value Management						✔		
	DAU Harvard Business School Module (HBS) 117: Solving Business Problems							✔	
	DAU Harvard Business School Module (HBS) 104: Leading and Motivating							✔	

		Competencies							Course Hours *Coming Soon*
Training Providers	**Courses**	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	DAU Harvard Business School Module (HBS) 122: Writing for Business							✔	
	DAU Harvard Business School Module (HBS) 109: Focusing on the Customer							✔	
	DAU Harvard Business School Module (HBS) 118: Making a Presentation							✔	

FAI & DAU OPTIONS (ENTRY)

AGENCY OPTIONS (ENTRY)

Training Providers	Courses	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	Course Hours *Coming Soon*
USDA Grad School	Project Management	✔	✔						
	Project Cost Management	✔					✔		
	Clear Writing Through Critical Thinking	✔						✔	
	Briefing Techniques	✔						✔	
	Leading Teams and Groups	✔							
	Jump Starting High Performing Teams: The Fundamentals	✔							
	Communicating for Results	✔							
	Rapid Project Risk Management	✔							
	Cost-Benefit Analysis Workshop	✔							
	Management Analysis: Planning	✔							
	Management Analysis: Designing and Conducting a Study	✔							
	Management Analysis: Overview	✔							
	Project Risk Management	✔							
	Negotiating Techniques					✔			
	Performance-Based Statements of Work					✔			
	Budget Analysis Workshop						✔		
	Budget Execution						✔		
	Budget Formulation						✔		
	Public Speaking							✔	
	Fundamentals of Writing							✔	
	Interpersonal Communications							✔	
	Decision Making and Problem Solving							✔	
	Leadership Essentials							✔	
HUD Virtual University	Project Planning	✔	✔						
	Executing, Monitoring & Controlling, and Closing a Project	✔	✔						
	Managing a Project	✔				✔			
	Presenting to Succeed	✔						✔	
	Project Integration: Executing and Completing a Project	✔							
	Communications Planning and Information Distribution	✔							
	The Individuals Role in a Team	✔							
	Initiating and Planning a Project Managing a Project	✔							
	Budgeting and Cost Controls						✔		
	The Fundamentals of Exceptional Customer Service							✔	

		Competencies							Course Hours *Coming Soon*
Training Providers	**Courses**	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	The Customer's Voice							✔	
	Customers, Confrontation, and Conflict							✔	
	Communication Skills for Leadership							✔	
	Writing for Intention							✔	
	The Writing Process							✔	
	A Primer for Ensuring Accountability							✔	
	The Path from Pessimism to Optimism							✔	
	Team Interpersonal Communication Skill Simulation							✔	
	The Process of Interpersonal Communication							✔	
	Conquering Conflict through Communication							✔	
	Getting Past Clashes: Valuing Team Diversity							✔	
	Handling Conflict							✔	
	Perspectives on Conflict in the Workplace							✔	
	Problem Solving: Generating Alternatives							✔	
	Problem Framing							✔	
	Organizational Culture and Leadership							✔	
Department of Interior University	Managing Projects	✔	✔						
	Performance-Based Budgeting and the OMB Program Assessment Rating Tool (PART)	✔							
	Risk Management	✔							
	Project Management Applications	✔							
	Contract Management Principles and Practices					✔			
	Earned Value Management Fundamentals						✔		
	Effective Briefing Techniques							✔	
	Critical Thinking and Problem Solving							✔	
	Foundations in Leadership Program							✔	

AGENCY OPTIONS (ENTRY)

VENDOR OPTIONS (ENTRY)									
		Competencies							Course Hours *Coming Soon*
Training Providers	Courses	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
ESI	Entry-Level Capstone	✓	✓	✓	✓	✓	✓	✓	
	Managing Federal Government Projects	✓	✓	✓	✓				
	Source Selection: The Best Value Process					✓			
	The COTR Training Program					✓			
	Acquisitions for Federal Government Project Managers					✓			
	Scheduling and Cost Control for Federal Government Project Managers						✓		
	Leading Federal Government Projects							✓	
Federal Acquisition Certification Academy	PPM-101: Introduction to Program/Project Management	✓	✓	✓	✓				
	PPM-102: Introduction to Acquisition Management					✓			
	PPM-103: Introduction to Earned Value Management and Cost Estimating						✓		
	PPM-104: Introduction to Leadership/Professional							✓	
Management Concepts	Project Management Principles	✓	✓	✓					
	Acquisition	✓				✓			
	Leadership and Personal Skill	✓						✓	
	Federal Contracting Basics for Project Managers					✓			
	Earned Value and Cost Estimating I						✓		
	Leadership and Communication Skills for Project Managers							✓	
Learning Tree International	Entry level Project Management	✓	✓	✓	✓				
	Entry Level Acquisition Management	✓				✓			
	Entry Lever Leadership and Interpersonal Skills	✓						✓	
	Entry Level Business Management for Government Applications						✓		
UMUC	PMAN 634: Foundations of Project Management	✓	✓	✓	✓				
Colleague Consulting	Planning and Managing Project Test and Evaluation			✓					
	Contract Administration for Technical Representatives					✓			
	Project Earned Value Management Systems						✓		
	Project Team Leadership Supervision							✓	

VENDOR OPTIONS (ENTRY)

Training Providers	Courses	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	Course Hours *Coming Soon*
University of Maryland Baltimore County (UMBC)	Project Management Foundations (FAC-PMF 101)	✔	✔	✔	✔				
	Fundamentals of Acquisition (FAC-ACQ 101)	✔							
	Fundamentals of Earned Value and Estimating (FAC-EVE 101)						✔		
	Fundamentals of Leadership (FAC-LDR 101)							✔	
EVMI	Associate in Earned Value Management	✔							
	EVMI 101: Earned Value Management (EVM) Fundamentals						✔		
	Project Management Fundamentals							✔	
Siege Engine Inc	Project Management Core Skills & Leadership for Team Leads	✔						✔	
	Project Management Core Skills for Team Leads	✔						✔	
	Earned Value Management Skills for Team Leads						✔		
Project Master's Inc.	Managing the Project's Quality			✔					
	Becoming an Effective Communicator							✔	
	Managing Teams							✔	
The Mathis Group	Risk Management	✔							
	Managing Projects	✔							
MCM Project Management	Principles of Project Management	✔							
	Project Risk Management	✔							
IPA	Establishing Effective Capital Cost & Schedule Process						✔		
	Frontend Loading Workshop							✔	
Insights Learning and Development	Foundations of Leadership in Project Management							✔	
	Insights to Personal Effectiveness							✔	
IP Solutions/ Stanford University	Project Management Mastery (MMM)	✔							
Skillsoft	Problem Framing							✔	
	Problem Solving: Generating Alternatives							✔	
	Making Decisions Dynamically							✔	
	Perspectives on Conflict in the Workplace							✔	
	Handling Conflict							✔	
	Getting Past Clashes: Valuing Team Diversity							✔	
	Conquering Conflict Through Communication							✔	
	Team Interpersonal Communication Skills Simulation							✔	
	Leadership Communication Skills							✔	

VENDOR OPTIONS (ENTRY)

Training Providers	Courses	Competencies							Course Hours *Coming Soon*
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	Integrating Change in your Organization							✔	
	The Path from Pessimism to Optimism							✔	
	A Primer for Ensuring Accountability							✔	
	Writing with Intention							✔	
	Avoiding Errors in Usage and Punctuation							✔	
	Avoiding Grammatical Errors in Business Writing							✔	
	The Writing Process							✔	
	The Fundamentals of Exceptional Customer Services							✔	
	The Customer's Voice							✔	
	Customers, Confrontation and Conflict							✔	
	Presenting Successfully							✔	
	Giving Successful Presentations Simulation							✔	
	Listening to Comprehend							✔	
	Mechanics of Communicating Effectively							✔	

FAC-P/PM TRAINING CROSSWALK: MID LEVEL

FAI & DAU OPTIONS (MID)		Competencies							Course Hours *Coming Soon*
Training Providers	**Courses**	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
FAI & DAU	DAU ACQ 201A – Intermediate Systems Acquisition, Part A & B	✔							
	DAU ACQ 265 – Mission Focused Services Acquisition	✔							
	DAU PMT 250 – Program Management Tools	✔			✔				
	DAU BCF 206 - Cost Risk Analysis	✔							
	DAU Harvard Business School (HBS) Module 223 – Presentation Skills	✔							
	DAU Harvard (HBS) Module 224 Writing Skills	✔							
	DAU Harvard (HBS) Module 228 – Leading and Motivating	✔							
	DAU Harvard (HBS) Module 229 – Team Leadership	✔							
	DAU Harvard (HBS) Module 239 – Team Management	✔						✔	
	DAU TST 203 – Intermediate Test & Evaluation			✔					
	DAU LOG 201 – Intermediate Acquisition Logistics, Part A or B				✔		✔		
	DAU LOG 235 and 236 – Performance Basic Logistics, Part A or B				✔		✔		
	FAC-032 – Small Business: A Requirements Approach					✔			
	FAC-001 – HUBZone Empowerment Contracting – Certification and Eligibility					✔			
	FAC-009 – Set Aside for Small Business					✔			
	FAC-010 – Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR)					✔			
	FAC-002 – HUBZone Empowerment Contracting Program – Contractual Assistance					✔			
	FAC-033 – Contract Management: Strategies for Mission Success					✔			
	DAU CON 218 – Advanced Contracting for Mission Support					✔			
	FAC-030 – A-76 post-Competition Accountability					✔			

FAI & DAU OPTIONS (MID)

Training Providers	Courses	Competencies							Course Hours *Coming Soon*
		Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	DAU BCF 203 – Intermediate Earned Value Management						✔		
	DAU Harvard Business School (HBS) Module 227 – Strategic Thinking							✔	
	DAU Harvard Business School (HBS) Module 205 – Decision Making							✔	
	DAU Harvard Business School (HBS) Module 226 – Innovation and Creativity							✔	
	DAU Harvard Business School (HBS) Module 232 – Developing Employees							✔	
	DAU Harvard Business School (HBS) Module 221 - Negotiating							✔	
	DAU Harvard Business School (HBS) Module 222 – Persuading Others							✔	

AGENCY OPTIONS (MID)										
		Competencies								
Training Providers	**Courses**	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	**Course Hours** *Coming Soon*	
HUD Virtual University	Choosing Sellers and Administering and Closing Contracts					✔				
	Coaching for Performance							✔		
Department of Interior University	Federal Financial Management Overview	✔					✔			
	Budget and Accounting: Making the Connection	✔					✔			

VENDOR OPTIONS (MID)									
Training Providers	**Courses**	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	**Course Hours** *Coming Soon*
ESI	FAC-P/PM Mid Level Capstone Course	✔	✔	✔	✔	✔	✔	✔	
	Applied Project Management for the Federal Government	✔	✔	✔	✔				
	Applied Acquisition for Federal Government Project Managers					✔			
	Applied Earned Value for Federal Government Project Managers						✔		
	Leading Federal Government Projects II							✔	
Federal Acquisition Certification Academy	PPM – 201 Intermediate Program/Project Management	✔	✔	✔	✔				
	PPM – 202 Intermediate Acquisition Management					✔			
	PPM – 203 Intermediate Earned Value Management and Cost Estimating						✔		
	PPM – 204 Intermediate Leadership/Professional							✔	
Management Concepts	Project Management II	✔	✔	✔	✔				
	Acquisition II	✔				✔			
	Contracting Officer's Representative Course (1070)					✔			
	Best Value Source Selection Using Tradeoffs (1074)					✔			
	Government Specific II	✔				✔			
	Earned Value Management and Cost Estimating II						✔		
	Leadership and Professional Skills							✔	
Learning Tree International	Journeyman Project/Program Management	✔	✔	✔	✔				
	Journeyman Acquisition Management	✔				✔			
	Journeyman Leadership and Interpersonal Skills	✔						✔	
	Journeyman Business Management for Government Applications						✔		
Colleague Consulting	Project Scope Management and Development	✔							
	Project Risk Management and Analysis	✔							
	Project Cost and Schedule Estimation and Management						✔		
	Advanced Earned Value Management Systems						✔		
EVMI	Project Management Program	✔							
	Risk and Quality Management Professional	✔							

	VENDOR OPTIONS (MID)								
		Competencies							**Course Hours** *Coming Soon*
Training Providers	**Courses**	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
	(RQMP)								
	Earned Value Management Professional (EVMP)						✔		
Siege Engine Inc	Project Management Core Skills & Leadership for Project Managers	✔						✔	
	Project Management Core Skills for Project Managers	✔							
	Earned Value Management for Project Managers						✔		
	Project Management Leadership for Project Managers							✔	
UMUC	PMAN 670: Advanced Project Methods	✔	✔	✔	✔				
	PMAN 638: Communication, Negotiation, and Conflict Resolution	✔						✔	
MCM Project Management	Essentials of Project Management	✔							
IP Solutions/Stanford University	Mastering the Integrated Program (MIP)	✔							
	Leading Effective Teams (LET)							✔	
	Managing Without Authority (MWA)							✔	
Insights Learning and Development	Transformational Leadership in Project Management							✔	
	Managing up the Chain- Influencing, Negotiating, and Communicating with Impact							✔	
The Earned Value Group, Inc.	The Application of Earned Value Management						✔		

FAC-P/PM TRAINING CROSSWALK: SENIOR LEVEL

		Competencies							Course Hours *Coming Soon*
Training Providers	**Courses**	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	
FAI & DAU	DAU PMT 352A: PMO, Part A				✔				
	DAU Advanced Life Cycle Logistics Management				✔		✔		
	DAU ACQ 450: Leading in the Acquisition Environment							✔	

Table title: FAI & DAU OPTIONS (SENIOR)

Training Providers	Courses	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	Course Hours *Coming Soon*
USDA Grad School	Coaching Skills for Today's Leaders	✔							
	Jump-Starting High Performing Teams: The Fundamentals	✔							
	Leading Teams and Groups	✔							
	Fundamentals of Best Value/Trade-off Source Selection					✔			
Department of Interior University	Cost Estimating for Technical Personnel					✔			
	Project Leadership, Management, and Communication							✔	

AGENCY OPTIONS (SENIOR) — Competencies

VENDOR OPTIONS (SENIOR)									
		Competencies							
Training Providers	**Courses**	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	**Course Hours** *Coming Soon*
ESI	FAC-P/PM Senior-Level Capstone Course	✔	✔	✔	✔	✔	✔	✔	
	Program Management for the Federal Government	✔	✔	✔	✔				
	Advanced Acquisition for Federal Government Project Managers					✔			
	Advanced Earned Value for Federal Government Project Managers						✔		
	Leading Government Project Managers							✔	
Management Concepts	Project Management III	✔	✔	✔	✔				
	Leadership and Personal Skills III	✔							
	Acquisition III					✔			
	Advanced COR/COTR Workshop					✔			
	Best Value Source Selection Using Tradeoffs					✔			
	Acquisition Strategy Environment for Program Managers	✔	✔			✔	✔	✔	
	Acquisition Policy Planning, Programming and Budgeting for Program Managers	✔				✔	✔	✔	
	Integrated Program Management and Key Acquisition Topics for Program Managers	✔	✔	✔	✔	✔	✔	✔	
	Program Performance Measurement and Acquisition Reporting for Program Managers	✔	✔	✔	✔	✔	✔	✔	
	Earned Value Management and Cost Estimating III					✔			
Federal Acquisition Certification Academy	PPM-301: Advanced Program/Project Management	✔	✔	✔	✔				
	PPM-302: Advanced Acquisition Management					✔			
	PPM-303: Advanced Earned Value Management and Cost Estimating						✔		
	PPM-304: Advanced Leadership/Professional							✔	
Siege Engine Inc.	Program Management Core Skills & Leadership for Program Managers	✔						✔	
	Government Specific Advanced Program Management Skills		✔				✔		
	Earned Value Management Policies for Program Managers						✔		
The Earned Value Group, Inc	Earned Value Management (EVM) Methods						✔		
	Using EVM for Executive Reporting and Decision Making						✔		
	EVM: Tracking and Responding to Variance						✔		
UMUC	PMAN 600- Project Management: Foundations and Advanced Methods	✔	✔	✔	✔				

VENDOR OPTIONS (SENIOR)

Training Providers	Courses	Requirements/ Management Development Process	Systems Engineering	Test & Evaluation (T&E)	Life Cycle Logistics	Contracting	Business, Cost Estimating & Financial Management	Leadership/ Professional	Course Hours *Coming Soon*
	PMAN 633- Managing People in Technology-Based Organizations							✔	
Learning Tree International	Senior/Expert Program & Project Management		✔	✔					
	Senior/Expert Leadership & Interpersonal Skills							✔	
EVMI	Advanced Project and Program Management Course	✔						✔	
	Senior Earned Value Officer Program						✔		
IP Solutions/ Stanford University	Converting Strategy Into Action (CSIA)							✔	
	Leadership for Strategic Execution (LSE)							✔	
American University	Key Executive Leadership Certificate Program	✔	✔	✔	✔	✔	✔	✔	
Project Masters, Inc.	Advanced Acquisition Management III	✔					✔		
Acquisition Solutions Training Institute	Mission Centric COTR basics: Contracting for Program and Project Managers					✔			
Centre Consulting	Basic Acquisition for Program/Project Managers					✔			
Colleague Consulting	Acquisition Strategy and Planning					✔			
Management Technologies	Advanced EVM Workshop						✔		
MCR	Intermediate Applied Earned Value Management						✔		
Foreign Service Institute	YW610: Federal Information Risk Assessment (FIRA)	✔							